

Historic, Archive Document

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Stop Paying Needless Profits

Keep This Money at Home
Right in Your Own Pocket

THIS is a plain, homely talk, but I always thought busy men and women would read plain simple statements if it saves them money or tells them something important. For a good many years Fruit-growers have been paying a lot of extra unnecessary profit on the trees they buy. You may have done it—through agents, retailers, jobbers—the four profit plan, the indirect expensive way.

Give an agent \$20 for trees. He puts \$8 in his own pocket and gives \$12 to the retailer. The retailer keeps \$5 and gives \$7 to the wholesaler. The wholesaler takes \$2 and hands the grower \$5 to fill your \$20 order.

You can keep that \$15 yourself if you buy from the Planters' Nursery. I grow trees by the millions and sell them straight to the people who plant them. You can see why my prices are lower than anybody else can make, who does business the old way. You not only save three profits, as well as the expense of three packings and damage due to delays and drying out, but you get carefully selected, well packed, guaranteed, true to name stock—fresh from the nursery just when you want it.

No matter where you look, regardless of what you pay, you can't buy better trees than I offer you. Remember you take no risk in ordering Planters' Trees. If you don't find the stock exactly as I say, if you are not more than satisfied, I'll refund every cent. Read my guarantee, then take advantage of the remarkable savings offered you.

Wonderful Opportunities for Early Buyers

Bargains on This Page Good Until March 10th—Buy Now

No. 1—Apple Collection. 10 Select 5 to 6 ft. trees, 1 Delicious, 2 Stayman, 1 Black Ben, 2 M. B. Twig, 1 Grimes Golden, 3 Winesap. Sold by agents for \$5.00..... **\$1.50**

No. 2—20 Apple Trees. 1 year, 3 to 5 ft. Stayman, Black Ben, M. B. Twig, Winesap, all great apples. Agent's charge \$6..... **\$1.80**

No. 3—20 Apple Trees. Extra size, 2 yr. 5 to 6 ft. Stayman, Black Ben, Rome Beauty and other choice varieties. These are fine, big extra heavy trees. Agent's charge \$8..... **\$2.00**

No. 4—10 Genuine Delicious Apple trees, 1 yr. 3 to 5 ft. the most famous of all apples. Agents charge \$3.50..... **\$1.50**

No. 5—Peach Collection. 10 select 4 to 5 ft. trees, 3 Elberta, 1 Belle of Georgia, 2 Champion, 1 Crawford's Late, 2 Carmen, 1 Heath Cling. Sold by agents for \$3..... **\$1.10**

No. 6—20 Peach Trees. 4 to 5 ft. Elberta, Champion, Mamie Ross, Belle of Georgia, the cream of good varieties. Agents charge \$5.00..... **\$1.60**

No. 7—20 Peach Trees. 3 to 4 ft. early to late assortment, selected for your locality. Sold by agents for \$5..... **\$1.90**

No. 8—5 Apricot Trees. 4 to 5 ft. Moorpark and Superb, hardiest and best quality. Agents get \$6..... **\$1.10**

What \$3 Will Do

No. 23—100 Improved Elberta 1 to 2 ft. bigger and better than old Elberta, bears you second or third year. Best for shipping and canning. These are sturdy, well rooted trees which will grow and make good. Agents would ask three times as much..... **\$3**

What \$9 Will Do

No. 25—100 Apple, 2 year 4 to 5 ft. your choice of Winesap, Arkansas Black, M. B. Twig, Gano, Grimes Golden, Jonathan, Stayman; extra selected trees; best commercial varieties. Agents' price \$25..... **\$9**

No. 26—50 Apple trees, 2-yr, 5 to 6 ft. Your choice of Stayman, Grimes, Black Ben and Winesap. Delicious; not less than 10 of one variety; first class trees, well branched, splendid roots; straight, smooth bodies; fine tops. Many charge four times our special price..... **\$6**

You Can Select a complete home orchard from these 29 Bargains. Order by number. You can have as many or as few as you want. There is no limit. My One-Profit plan makes it possible. Remember my guarantee makes you safe.

No. 9—Pear Collection. 10 Select 5 to 6 ft. trees, 4 Keiffer, 2 Bartlett, 1 Garber, 1 Clapp's Favorite, 1 Seckle, 1 Anjou. Agents get \$6..... **\$2.10**

No. 10—10 Pear Trees. 3 to 5 ft. Keiffer and Garber, the surest money-makers for the Middle West. Agents charge \$3 to \$5..... **\$1.00**

No. 11—10 Plum Trees. 3 to 5 ft. Burbank, Abundance, Satsuma and Wickson. all fine, quick bearing varieties. Agents charge \$4..... **\$1.50**

No. 12—Cherry Collection. 10 Select 4 to 5 ft. 4 Montmorency, 2 Early Richmond, 1 Royal Duke, 2 English Morello, 1 Wragg. Sold by agents. \$7.00..... **\$2.60**

No. 13—10 Cherries. 1 yr. 3 to 5 ft. nicely branched. Early Richmond and Montmorency, the two leading varieties. Agents' 1916 price, \$7.00..... **\$2.40**

A Big Chance to Save on Keiffer Pear

Here is the greatest value ever offered on Keiffer Pear, the most widely planted and dependable of all pears. You will never see finer grown trees than these, smooth bodies, fine heads splendid roots, perfect in every respect. Compare our price with agents and see how we multiply your dollar 2 to 4 times.

	Each	10	100	Each	10	100
1 yr 2-3 ft	\$0.10	\$0.80	\$7.00	3 yr 4-5 ft	.20	1.80 15.00
1 yr 3-4 ft	.15	1.30	12.00	2 yr 5-6 ft	.25	2.20 18.00

A \$6 Bargain

A \$12 Bargain

No. 27—150 Fruit Trees, 3-5 ft. to be selected by us for your locality. 80 peach, 40 apple, 10 pear, 10 plum, 10 cherry. We guarantee varieties adapted to your locality. Strictly first class stock. Agents would ask you \$38 for this selection. Our special price only..... **\$12**

What \$11 Will Do

No. 24—160 Peach trees 3 to 4 ft. 120 Elberta, 20 Carmen, 20 Champion, an ideal assortment for profit, ripening over a 30 days' period. Dependable, hardy varieties, successful in all peach sections. Why pay agents \$32 when our price is only..... **\$11**

What \$7 Will Do

No. 28—100 Peach trees 3 to 4 ft. Your choice of Elberta, Champion and Carmen—not less than 10 of one variety. Fine rooted trees; you can't buy better. Agents would charge \$20. Planters price \$7

THE PLANTERS NURSERY COMPANY

GEORGE C. MITCHELL, Manager

WINFIELD, KANSAS

Your Money Goes Two to Four Times as Far at Planters Nursery



Planter's Trees, graded ready to ship—Fresh from the ground



Block of One-Year Apple—Note sturdy, vigorous growth

Compare These Prices With Those You See Elsewhere Read Our Guarantee—Then

DECIDE where you will buy your trees this spring. No agent or tree peddler can hope to give you values like these. You not only save his commission, but I am not asking you to pay for a lot of big, high-priced catalogs that go to people who never buy. I am putting that money right into your trees and you get them for just that much less. On many of my trees you pay a profit of less than 1 cent each. My plan of selling trees by the millions, straight to the planter, makes it possible. That's why you can buy Planters trees right down at bed-rock—at prices nobody can meet on the same high quality.

Sturdy, fresh, healthy, well-rooted stock, true-to-name, packed right, delivered right—more trees for the money—better trees for the money—straight, fair treatment—that's the way we are trying to do business with you. My big, broad guarantee makes you absolutely safe.

Make out your order now and mail it early. Have your trees on hand ready to plant at the first opportunity. Get them in the ground just as quick as weather and soil permit. Give them a chance to get established before the hot, dry days of summer.

To reward you for early ordering, which saves us money and insures you better service, we offer a Free Premium of our famous Early Wonder Peach. Read the offer on the next page. If you don't find everything you want on these pages, write for our One-Profit Prices on what you need. We have a complete assortment of fruit and ornamental trees, small fruits, shrubs, etc. Our prices will save you money.

APPLES

Baldwin, Yellow Transparent, Early Harvest, Red June, Duchess, Maiden Blush, Wealthy, Northern Spy, Ben Davis, Black Ben, Stayman, Gano, Winesap, M. B. Twig, Arkansas Black, Grimes Golden, Jonathan, Delicious, Rome Beauty and 20 others.

	Each	10	100
1 year 2 to 3 ft.	\$0.06	\$0.50	\$ 5.00
1 year 3 to 4 ft.	.09	.80	8.00
1 year 4 to 5 ft.	.12	1.00	10.00
2 year 3 to 5 ft.	.12	1.00	10.00
2 year 5 to 6 ft.	.15	1.30	12.00

CRAB APPLES

Florence, Whitney, Transcendent and others. Same prices as apples.

PEACHES

Belle of Georgia, Elberta, Blood Cling, Carmen, Champion, Crawford's Late, Greensboro, Heath Cling, Krummel, Salway, Triumph, Wonderful, Mayflower, Elberta Cling and many others.

	Each	10	100
2 to 3 ft.	\$0.08	\$0.70	6.00
3 to 4 ft.	.12	1.00	8.00
4 to 5 ft.	.16	1.40	11.00
5 to 6 ft.	.18	1.60	14.00

Early Wonder Peach

	Each	10
3 to 4 ft.	\$0.40	\$4.00
4 to 5 ft.	.50	5.00

Think of one tree producing a peck of peaches 16 months after planting—two bushels the second year. That's what one planter reports from the astonishing Early Wonder. The marvel of every fruit-grower. Hardy, bears loads of luscious, red peaches every year. Tested and proven from Massachusetts to Texas. Ripens in July when good peaches

are scarce. Best early peach for canning and market. You wouldn't take \$5.00 a tree when they start to bear.

PEARS

Anjou, Bartlett, Seckle, Clapps Favorite and other leading sorts.

	Each	10	100
1 year 2 to 3 ft.	\$0.14	\$1.20	\$10.00
1 year 3 to 4 ft.	.18	1.60	14.00
2 year 3 to 5 ft.	.22	2.00	18.00
2 year 5 to 6 ft.	.28	2.50	22.00

KEIFFER AND GARBEL PEAR

	Each	10	100
1 year 2 to 3 ft.	\$0.10	\$0.80	\$ 7.00
1 year 3 to 4 ft.	.15	1.30	12.00
1 year 4 to 5 ft.	.20	1.80	15.00
2 year 4 to 5 ft.	.20	1.80	15.00
2 year 5 to 6 ft.	.25	2.20	18.00

DWARF PEARS

Duchess, Seckle, Bartlett—the best three.

	Each	10	100
2 to 3 ft.	\$0.15	\$1.40	\$12.00
3 to 4 ft.	.22	2.00	18.00
4 to 5 ft.	.28	2.60	22.00

PLUMS

Burbank, Gold, Red June, Wild Goose, Abundance, Satsuma, Wickson and other standard sorts.

	Each	10	100
2 to 3 ft.	\$0.16	\$1.40	\$12.00
3 to 4 ft.	.20	1.80	16.00
4 to 5 ft.	.26	2.20	19.00
5 to 6 ft.	.32	3.00	27.00

BLACKBERRIES

Early Harvest, Kenoyer, Mercereau, Ward, Blowers, Snyder and other leading varieties.

	Each	10	100	1000
Strong healthy plants	\$0.08	\$0.50	\$2.40	\$17.50

APRICOTS

Moorpark, Royal, Superb and others

	Each	10	100
2 to 3 ft.	\$0.15	\$1.40	\$13.00
3 to 4 ft.	.20	1.80	16.00
4 to 5 ft.	.23	2.10	19.00
5 to 6 ft.	.30	2.80	26.00

CHERRIES

Early Richmond, Montmorency, Wragg, Royal Duke, English Morello and other good sorts.

	Each	10	100
1 year 2 to 3 ft.	\$0.16	\$1.40	\$12.00
1 year 3 to 5 ft.	.28	2.60	24.00
2 year 4 to 5 ft.	.30	2.80	26.00

COMPASS CHERRY-PLUM

Hardy from Texas to Dakota. Large, bright red, sweet and juicy. A marvel in early bearing. Produces fruit next year after setting. Should be in every orchard.

	Each	10	100
2 to 3 ft.	\$0.15	\$1.40	\$13.00
3 to 4 ft.	.20	1.80	17.00

GRAPES

	Each	10	100
Concord—1st size	\$0.07	\$0.65	\$3.90
Concord—2nd size	.05	.45	2.00

Moore's Early, Worden, Niagara, Agawam, Catawba, Diamond and other good varieties at the following prices:

	Each	10	100	1000
1st size	\$0.10	\$0.75	\$5.50	
2nd size	.07	.65	3.90	

DEWBERRIES

	Each	10	100	1000
Lucretia	\$0.05	\$0.25	\$1.50	\$15.00

If you don't find everything you want on these pages send list of wants for Money Saving Prices

RASPBERRIES				
Each	10	100	1000	
St. Regis.....	\$0.08	\$0.50	\$2.20	\$18.00
Cuthbert, Kansas, Cumberland, Plum Farmer, Cardinal, Gregg and other choice varieties.				
Strong healthy plants.....	Each	10	100	1000
	\$0.05	\$0.40	\$1.90	\$14.00

GOOSEBERRIES				
Each	10	100		
Houghton.....	\$0.10	\$0.90	\$ 6.00	
Downing.....	.12	1.00	8.00	
Champion.....	.20	1.60	12.00	
Pearl.....	.12	1.00	8.00	
Industry.....	.20	1.80	16.00	

CURRANTS				
Each	10	100		
Pomona.....	\$0.10	\$0.70	\$ 5.50	
Red Dutch.....	.10	.70	5.50	
Fay's Prolific.....	.10	.70	5.50	
White Grape.....	.10	.70	5.50	
Perfection.....	.15	1.30	12.00	

GARDEN ROOTS				
Each	10	100	1000	
Rhubarb.....	\$0.10	\$0.60	\$4.50	\$30.00
Horse Radish.....	.20	1.20	8.00	
Asparagus.....	.10	.75	6.00	

STRAWBERRIES				
Aroma, Gandy, Senator Dunlap, Klondyke and other standard varieties by parcel post or express prepaid.				
First class plants.....	25	100	1000	
	\$0.35	\$0.75	\$5.00	

Fall Bearing Strawberries				
Superb and Progressive; bears loads of strawberries until killed by frost. These prices are by parcel post or express prepaid.				
First class plants.....	10	25	100	
	\$0.30	\$0.75	\$2.00	

Forest Tree Seedlings				
Each	100	1000		
Russian Mulb'ry..	8-12 in	\$0.25	\$ 2.25	
"	12-18 in	.35	3.00	
"	18-24 in	.50	4.50	

Speciosa Catalpa..	8-12 in	100	1000	
"	2-3 ft	.25	1.50	
"	3-4 ft	1.00	6.00	
Osage Orange No. 1.....		.40	3.00	
No. 2.....		.30	2.50	

ORNAMENTAL TREES				
Each	10	100		
Ash.....	4-5 ft	\$0.18	\$1.60	\$14.00
Catalpa Speciosa.....	4-5 ft	.07	.60	5.00
"	5-6 ft	.10	.90	8.00
"	6-7 ft	.25	2.20	20.00
Umbrella Catalpa.....	6-7 ft	.90	7.50	
Elm, American.....	5-6 ft	.12	1.10	10.00
"	6-8 ft	.26	2.20	19.00
"	8-10 ft	.38	3.40	29.00
Maple, Norway.....	4-6 ft	.50	4.30	
Maple, soft.....	5-6 ft	.12	1.00	8.00
"	6-8 ft	.26	2.20	20.00
"	8-10 ft	.40	3.50	30.00
Mulberry, Downing.....	4-6 ft	.40	3.50	
" Teas Weeping.....	4-6 ft	1.20		
Poplar, Carolina.....	4-6 ft	.07	.60	5.00
"	6-8 ft	.15	1.30	12.00
"	8-10 ft	.28	2.40	20.00
Poplar, Norway.....	4-6 ft	.07	.60	5.00
"	6-8 ft	.15	1.30	12.00
"	8-10 ft	.28	2.40	20.00
" Silver.....	6-8 ft	.16	1.40	13.00
"	8-10 ft	.30	2.60	22.00
Sycamore.....	4-6 ft	.28	2.40	22.00
"	6-8 ft	.38	3.40	32.00

ORNAMENTAL SHRUBS				
Each	10			
Althea 2 to 3 ft.....		\$0.19	\$1.75	
Barberry, Japanese, 12 to 18 in.....		.19	1.75	
Coral Berry, 12 to 18 in.....		.24	2.20	
Cornus, (Dogwood) 2 to 3 ft.....		.24	2.20	
Forsythia (Golden Bell) 2 to 3 ft.....		.24	2.20	
High Bush Cranberry 2 to 3 ft.....		.28	2.50	
Bush Honeysuckle 2 to 3 ft.....		.24	2.20	
Hydrangea P. G. 2 to 3 ft.....		.24	2.20	
" Aborecens 2 to 3 ft.....		.32	3.00	
Lilac, purple 2 to 3 ft.....		.24	2.20	
Mock Orange 2 to 3 ft.....		.24	2.20	
Golden Elder 2 to 3 ft.....		.28	2.50	
Spirea Van Houtteii 2 to 3 ft.....		.20	1.80	
" " 3 to 4 ft.....		.28	2.60	

Snowberry 2 to 3 ft.....	Each	10	
Tamarix Africana 3 to 4 ft.....		.20	1.80
Snowball 2 to 3 ft.....		.24	2.20
Weigela 2 to 3 ft.....		.24	2.20
Japanese Wild Rose 18 to 24 in.....		.24	2.20

HEDGE PLANTS				
Each	10	100		
Japanese Barberry 12 to 18.....	\$1.20	\$10.00		
Priyett, California 12 to 18 in.....	.40	3.00		
Spirea Van Houtteii 12 to 18 in.....	1.80	12.00		

VINES				
Each	10			
Boston Ivy.....	\$0.28	\$2.50		
American Ivy.....	.20	1.80		
Clematis, purple.....	.34	3.20		
Clematis, white.....	.28	2.50		
Halls Japan Honeysuckle.....	.24	2.20		
Wisteria.....	.24	2.20		

ROSES				
Strong, 2-year-old, hardy, field grown plants, 12 to 18 inch tops. The kind that grow and bloom the first year.				
Large assortment.....	Each	10		
	\$0.30	\$2.80		

CLIMBING ROSES				
Each	10			
Crimson Rambler 2 year.....	\$0.25	\$2.00		
Dorothy Perkins.....	.25	2.00		
White Rambler.....	.30	2.60		
Thousand Beauties.....	.30	2.60		
Excelsa, red.....	.35	3.20		

PEONIES				
Each	10			
Assorted varieties.....	\$0.24	\$2.20		

NUT TREES				
Each	10	100		
Am. Sweet Chestnut 3 to 5 ft.....	\$0.32	\$3.00		
Paragon Chestnut 3 to 5 ft.....	1.40			
Pecan, seedlings 2 to 3 ft.....	.35	3.00		
Walnut, black 3 to 4 ft.....	.20	1.60		

Our Positive Guarantee

We guarantee all trees and plants absolutely true to name. We guarantee safe delivery, quality and satisfaction. We take all the risk of pleasing you. If you don't find the stock exactly as described—if you don't find it equal to or better than trees costing from two to five times as much, you may have your money back, including all transportation charges. You are to be the judge. Certificate of health with each shipment.

Terms—Cash with order. If more convenient, one-fourth cash may be sent with order, balance to be paid on arrival of shipment.

Prices—We allow the 100 rate on 50 or more trees of a kind, as 50 apple or peach, not less than 10 of a variety. Less than 10 of a variety take the each rate. In buying small fruits, 500 of one variety go at the 1000 rate.

Free Packing—We make no extra charge for packing, drayage, etc.

Freight or Express—With the exception of strawberries which are sent prepaid, all prices are f. o. b. Winfield, customer paying freight or express. We have good

service in all directions. Trees and plants take special freight or express rates. It will be a small item compared to the saving you make. Orders up to 35 pounds will go by express as cheap as freight. 3 to 5 foot trees average $\frac{1}{2}$ to 1 pound each; 5 to 6 foot trees, 2 to 3 pounds each, packed for shipment.

Our Reliability—Our announcements are appearing in many of the leading farm and fruit papers, who publish only guaranteed advertisements. If you have any doubt about getting a square deal from the Planters Nursery, write to any of these publishers, or the Cowley County National Bank, Winfield, Kansas.

Special Offer on Early Orders

Good Until March 10th

Think of one tree producing a peck of peaches 16 months after planting—two bushels the second year. That's what one planter reports from the astonishing Early Wonder. The marvel of every fruit-grower. Hardy, bears loads of luscious, red peaches every year. Perfect freestone. To encourage early ordering which saves us money and insures you better service, we offer these special inducements.

Free With \$5 Orders

On every order for \$5.00 or more received before March 10th, you will receive free, 2 Early Wonder Peach, 4 to 5 ft., value \$1.00.

Free With \$10 Orders

On every order for \$10.00 or more received before March 10th, you will receive free, 5 Early Wonder Peach, 4 to 5 ft., value \$2.50.

Famous Early Wonder Peach Free if You Send Your Order Before March 10th

Best in Five. The trees arrived in good shape. I had to open the box to show the people the trees before I left town. They all thought I would be stung ordering trees by mail order, but they all left and said I had as good trees as ever shipped in. My neighbors come to see them and they were all satisfied. I have ordered from five other nurseries, but yours is doing better than any of the others. I am proud the way they are growing.—P. I. Nelson, Kans.

Sure Saved Commission. I was pleased with the trees received from you. The trees and grape vines were of good quality and the prices for same were reasonable. The agent's commission was certainly cut out.—W. N. Oles, Kansas.

How We Pack. Never had trees shipped to me in finer shape than those you shipped to me. Am well pleased with them. When I want more trees I will send to you.—W. H. Wright, Kansas.

Saves Over Half. The trees I received of you are just fine. They are all growing—everyone of them. Will recommend you to anyone wanting trees, and the cost is hardly

half what agents charge for inferior stock.—H. G. Loveland, Kansas.

Better and Cheaper. I received the trees I ordered of you and they are all O. K. Your trees are better and cheaper than from these traveling agents. I have been stung several times myself. No more for me.—F. E. Johnson, Kansas.

Likes Our Plan. I am just in receipt of your second shipment of fruit trees, vines and shrubs you shipped to me this spring, and I must say they are as fresh and fine as could be wished for. Your plan of from the grower to the planter is a good plan, and you have

my appreciation and best wishes.—G. H. Bowman, Kansas.

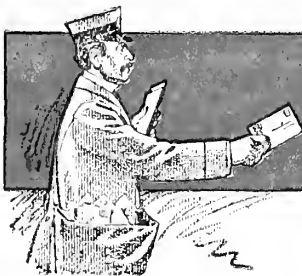
Looks Good to Him. The trees and shrubs received in good condition and are growing fine. Am greatly pleased with your goods and will remember you in the future. You look good to us and we will do all we can with our neighbors to interest them in your favor.—G. W. Hall, Arkansas.

Better Roots. Your trees arrived in good shape; everyone looked as if it would grow. I am much pleased with them as they have better roots than any we have got from local nurseries. Will speak a good word for you at any time.—F. F. Ellerbeck, Kansas.



Grasp This Opportunity To Make a Saving of 50 to 100 Per Cent

Amazing Bargains in Apples, Pears, Home Orchard Assortments, Shade Trees



1276 Orchard Bargains

1c Paid
Winfield, Ks.
PERMIT No 14

In Fruit Trees, Small Fruits, Ornamental
Trees, Nut Trees, Shrubs, Vines, Roses
Everything for the Orchard and Fruit Garden

An Unparalleled Opportunity
To Plant That New Orchard
To Fill in the Old One
To Beautify the Home
To Save Money
To Get Better Trees

For U. S. Dept. of Agri.
E. R. Lake
Washington, D. C.

POSTMASTER—If this IMPORTANT MATTER cannot be delivered, please notify The Planters Nursery, Winfield, Kansas, giving reason, and postage will be sent for forwarding or return. Use form 3540. See P. L. & R. Sec. 675 and 676.

Read Our Guarantee on Page Three